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BEFORE THE
ILLINOIS COMMERCE COMMISSION

IN THE MATTER OF:)
)
RAZA TELECOM, INC.,)
)
Application for a certificate) No. 04-0694
of Interexchange authority to)
operate as a reseller of)
telecommunications services)
statewide in the State of)
Illinois.)

Chicago, Illinois
January 5, 2005

Met, pursuant to notice, at 11:00 a.m.

BEFORE:

JOHN T. RILEY, Administrative Law Judge

APPEARANCES:

MR. EDWARD MALDONADO
7999 Northwest 53rd Street
Laurel, Florida 33166
appearing by telephone for Raza;

SULLIVAN REPORTING COMPANY, by
Amy M. Aust, CSR
License No. 084-004559

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I N D E X

<u>Witnesses:</u>	<u>Direct</u>	<u>Cross</u>	<u>Re-direct</u>	<u>Re-cross</u>	<u>By Examiner</u>
Azim Hemani	4				14

E X H I B I T S

<u>Applicant's</u>	<u>For Identification</u>	<u>In Evidence</u>
1	16	17
2	16	17

1 JUDGE RILEY: Pursuant to the direction of the
2 Illinois Commerce Commission, I call Docket 04-0694.
3 This is an application by Raza Telecom, Incorporated,
4 for a certificate of interexchange authority to
5 operate as a reseller of telecommunication services
6 statewide in the State of Illinois.

7 Mr. Maldonado, are you counsel for
8 Raza Telecommunications.

9 MR. MALDONADO: Yes, I am, sir. And on behalf
10 of Raza may I make my petition for pro hac vice for
11 the purposes of this hearing to appear as their
12 attorney?

13 JUDGE RILEY: Petition is granted.

14 And would you enter an appearance
15 stating your name and address, please.

16 MR. MALDONADO: My name Edward A. Maldonado,
17 that's spelled M-a-l-d-o-n-a-d-o. My address is 7999
18 Northwest 53rd Street, Laurel, Florida 33166

19 JUDGE RILEY: Thank you. And at this time, are
20 you prepared to present the witness for testimony in
21 support of the application?

22 MR. MALDONADO: Yes, I am, sir. At this time

1 I'll be presenting Azim Hemani, he is president of
2 the corporation, Raza Telecom, Inc. He's giving
3 testimony as to their financial and managerial
4 responsibilities.

5 JUDGE RILEY: Thank you.

6 (Witness sworn.)

7 JUDGE RILEY: Mr. Maldonado, please proceed
8 with any questions you may have.

9 MR. MALDONADO: Sure.

10 AZIM HEMANI,
11 called as a witness herein, having been first duly
12 sworn, was examined and testified as follows:

13 DIRECT EXAMINATION

14 BY

15 MR. MALDONADO:

16 Q Just for the record, Mr. Hemani, can you
17 please state your name and your business address.

18 A My name is Azim Hemani, A-z-i-m, last name
19 is H-e-m-a-n-i. And the business address is 5420
20 North Harlem Avenue, it's in Chicago, Illinois 60656.

21 Q And by whom are you employed and exactly
22 what is your position?

1 A I'm the president of Raza Telecom,
2 Incorporated.

3 Q And could you briefly describe your
4 management experience?

5 A Basically I've been -- I think my resumé in
6 management experience is also attached with the
7 application. And plus I have three to ten years
8 working with telecom services.

9 MR. MALDONADO: I believe you will find that,
10 your Honor, in Exhibit 14 of the application.

11 JUDGE RILEY: Okay.

12 BY MR. MALDONADO:

13 Q What is the purpose of your testimony
14 today?

15 A Just to provide -- to describe what Raza
16 Telecom does and how we can increase more business in
17 the State of Illinois.

18 Q Okay.

19 A And try to be competitive in it.

20 Q Would that include also issues related to
21 your financial and technical and managerial ability
22 to provide these services?

1 A Yes.

2 Q Okay. Could you would you please describe
3 Raza Telecom, Inc.'s business?

4 A What we do is we are a retailer prepaid
5 calling card. And we sell in the State of Illinois
6 and we trying to provide One Plus and 1010 services
7 in the State of Illinois also. And trying to
8 (inaudible) and resell the services of Sprint, AT&T
9 and MCI.

10 Q Okay. That -- those other services, aside
11 from the prepaid calling card, would those be future
12 services or will those be present services?

13 A It will be the future services, yes.

14 Q Primarily your business in the resell of
15 prepaid calling cards?

16 A Yes.

17 Q And what state is Raza Telecom, Inc.,
18 organized?

19 A The State of Illinois.

20 Q Okay. And you have authority to do
21 business in the State of Illinois?

22 A Yes.

1 Q Okay. Can you please briefly describe Raza
2 Telecom's financial ability to provide the services
3 that you are seeking to provide?

4 A The -- I believe, there is a copy of a bank
5 statement.

6 Q And I believe you're correct.

7 MR. MALDONADO: Your Honor, I think you will
8 find that in Exhibit 25 of the application.

9 JUDGE RILEY: Yes, I'm aware of that, thank
10 you.

11 BY MR. MALDONADO:

12 Q What are the officers of Raza Telecom,
13 Inc.?

14 A I'm the president of the company, Aziz
15 Rupshi is the vice president --

16 JUDGE RILEY: Mr. Hemani, that second name
17 we're going to need spelling on that for court
18 reporter.

19 THE WITNESS: The second name is A-z-i-z. And
20 the last name is Rupshi, R-u-p-s-h-i.

21 JUDGE RILEY: Thank you.

22

1 BY MR. MALDONADO:

2 Q Whom else?

3 A And Mina, M-i-n-a and the last name is
4 Hemani, H-e-m-a-n-i. She's the secretary. And
5 Laila, L-a-i-l-a, last name is H-e-m-a-n-i and she's
6 the treasurer.

7 Q Okay. Could you, please, briefly describe
8 Raza Telecom's management team?

9 A I believe all the technical and the vice
10 president all their resumé was also attached with the
11 application. And --

12 MR. MALDONADO: Again, I believe that's in
13 Exhibit 16 of the application, your Honor.

14 JUDGE RILEY: All right. I'm aware of that,
15 thank you.

16 BY MR. MALDONADO:

17 Q Going back to some of the questions. In
18 your opinion, does Raza Telecom have the financial
19 and managerial resources to provide the
20 telecommunications you're proposing to do so here in
21 the State of Illinois?

22 A Yes. We have a very good and vast

1 experienced people here and -- that would be managing
2 and doing the financial services and -- for the Raza
3 Telecom, Incorporated.

4 Q Okay. What rates will Raza Telecom, Inc.,
5 charge for services?

6 A Actually, it would depend -- it's mostly
7 One Plus and the international services, so it will
8 vary from where they're calling, for the services to
9 service.

10 Q Will those prices be competitively --

11 A They will be --

12 Q -- priced or will they be -- I mean, what
13 will you be using as a model for a competitive model?

14 A Oh, basically what we do I tell them it's
15 about 70 to 80 percent cheaper than AT&T, what AT&T
16 and Sprint charges.

17 Q Do you use AT&T and other major carriers as
18 a model?

19 A As a model, yes.

20 Q Okay.

21 A Yes.

22 Q Does Raza Telecom intend to file a tariff

1 in the State of Illinois.

2 A Yes. We're headquartered in Illinois.

3 Q Okay. You'll be filing that, I assume,
4 once you given a grant of certification by the
5 Commerce Commission; is that correct?

6 A Yes.

7 Q Okay. Would you describe the configuration
8 of Raza Telecom's system and equipment?

9 A Let's see. We have multiple equipment for
10 the telecom, which is also attached with the
11 application, I believe.

12 MR. MALDONADO: I believe you'll find that
13 under Item 26 of the application, your Honor.

14 JUDGE RILEY: All right. Thank you.

15 BY MR. MALDONADO:

16 Q Okay. When dialing out on a phone service
17 by Raza Telecom, what numbers does the end-user dial
18 in order to access the company?

19 A Our company?

20 Q Yeah, to access the services.

21 A Actually, there will be an access number
22 that they dial. And also on the calling card, they

1 will be using a toll-free service.

2 Q Okay. So there's a toll-free access
3 number. If the calls are residential, how will that
4 be handled?

5 A It will One Plus and they just dial the one
6 and the area code.

7 Q Terrific. How is the end-user to be billed
8 if it is an (inaudible) paid service?

9 A If it's a post paid service, how will they
10 be billed? They will be billed basically by the
11 carrier.

12 Q Uh-huh.

13 A And it will be billed in the realtime and
14 from the call retail report that the carrier will be
15 providing the end-user.

16 Q And how will Raza Telecom handle emergency
17 calls, including 911?

18 A I don't think we do anything with 911.

19 Q You're primarily prepaid calling cards,
20 you're not doing the residential or plus or local --

21 A Right.

22 Q -- local calling?

1 A Yes. But even with that, I don't think
2 they have to dial the 911.

3 Q Yeah. In your opinion, does Raza Telecom
4 have the technical ability and resources to provide
5 the proposed telecommunication services to consumers
6 in the State of Illinois?

7 A Yes.

8 Q Okay. And you have the necessary technical
9 ability?

10 A Yes, we do.

11 Q Okay. Are you familiar with the term
12 "slamming," and if you are, what will your company do
13 to prevent slamming?

14 A Yes, I am familiar with slamming. But as
15 far as we're concerned, it's mostly prepaid, so the
16 customer is well aware of what they're getting into.

17 Q Okay. And if you did have services to --
18 that would implicate the possibility, what would your
19 company do at that point in time?

20 A We have about 20-hour customer service here
21 and we would not -- you know, we would do all we can
22 not to do the slamming.

1 Q So you'd initiate policies to prevent that?

2 A Yes.

3 Q Would that also include attempting to get a
4 letter -- a signed letter of agency from all
5 prescribed customers prior to beginning their
6 service?

7 A Yes.

8 Q And you'd make sure that all your marketing
9 would be done in accordance with applicable state and
10 federal regulations?

11 A Yes.

12 Q Terrific. Could you please describe what
13 services you intend to provide in the State of
14 Illinois?

15 A We'll be -- basically as soon as you get
16 the certification, we'll be providing One Plus and
17 101.

18 Q Okay. Is that towards a prepaid basis or
19 the postpaid basis?

20 A It will be mostly in the prepaid basis.

21 Q Okay. And does your company keep its books
22 and records at its principal place of business or

1 does it have another location?

2 A Yeah, we do it all here.

3 Q Okay. All right.

4 MR. MALDONADO: Basically that concludes my
5 line of questioning, your Honor. If you have any
6 questions that you might wish to propose.

7 JUDGE RILEY: Yes, I have a few perfunctory
8 questions for Mr. Hemani.

9 EXAMINATION

10 BY

11 JUDGE RILEY:

12 Q Mr. Hemani, you're going to be, for the
13 time being and for the for seeable future, just
14 providing resold interexchange services only; is that
15 correct?

16 A Yes.

17 Q All right. And is the name that appears
18 currently on the application, which is Raza Telecom
19 Inc., is that the same name that is to appear on the
20 certificate?

21 A Yes.

22 Q And will there be any assumed or busi- --

1 doing business as names?

2 A No, sir.

3 Q All right. And does the company keep its
4 book and records at its principal place of business
5 in Illinois?

6 A Yes, sir.

7 Q And with regard to the issues of slamming
8 and cramming, you're familiar with the meaning of
9 both of those terms?

10 A Yes, sir, I do.

11 Q And will the company be adhering to all
12 federal and state laws and regulations with regard to
13 slamming and cramming?

14 A Yes.

15 Q All right. And will the company be
16 providing any operator assistant services or will
17 that be done eventually by an underlying carrier?

18 A It will be done by the main carrier, yes.

19 Q Okay.

20 JUDGE RILEY: Then that's all the questions
21 that I have.

22 Mr. Maldonado, what I'd like to do is

1 with regard to the financial data that was submitted
2 to our E-docket system, I'd like to mark that as
3 Applicant's Exhibit 1.

4 (Whereupon, Applicant's Exhibit
5 No. 1 was marked for
6 identification, as of this
7 date.)

8 MR. MALDONADO: That would be fine.

9 JUDGE RILEY: And then the managerial resumés
10 and biographies, mark that as Applicant's Exhibit 2.

11 (Whereupon, Applicant's Exhibit
12 No. 1 was marked for
13 identification, as of this
14 date.)

15 MR. MALDONADO: Okay.

16 JUDGE RILEY: And is it correct to say that
17 you're moving for the admission of both of those
18 exhibits into evidence.

19 MR. MALDONADO: Yes, I will, your Honor.

20 JUDGE RILEY: And then Applicant's Exhibits 1
21 and 2 are admitted into evidence.

22

1 (Whereupon, Applicant's Exhibit
2 Nos. 1 and 2 were admitted into
3 evidence.)

4 JUDGE RILEY: Did you have anything further
5 with regard to the application, Mr. Maldonado?

6 MR. MALDONADO: I do not believe we have
7 anything further at this time.

8 JUDGE RILEY: Then I will direct the court
9 reporter to mark this matter heard and taken and I'll
10 have an order prepared for the Commission just as
11 soon as possible.

12 MR. MALDONADO: Terrific. Thank you so much
13 for your time.

14 Heard and Taken.

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